



## ***INSIDE REGION 2***

June 2005

U.S. Small Business Administration  
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William Manger, Jr., Regional Administrator  
Region 2  
New York, New Jersey, Puerto Rico/USVI



### News from Region II

## SBA Honors Region II Small Businesses

**T**he Buffalo District honored Small Business Week award winners on Monday, May 9<sup>th</sup> at a special reception held at the HSBC Bank USA. Winners were presented awards and congratulated on their outstanding contributions to the small business community.

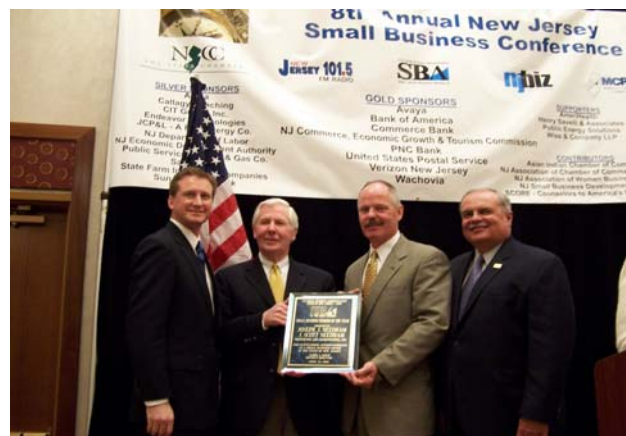


**Above:** From left: Russell Grosjean, Home-Based Business Champion of the Year; Steve Gulvin, Small Business Person of the Year; Jack Connors, Small Business Journalist of the Year; Franklin Sciortino, SBA District Director; William Manger, SBA Regional Administrator, Region II; Patrick Welch, Veteran Small business Champion of the Year; Joe Hoyt, Precision Process Equipment, Small Business Exporter of the Year; Sterling Kozlowski, Financial Services Champion of the Year; Melinda Rath Sanderson, Women in Business Champion of the Year; Lionel Davis, Minority Small Business Champion of the Year.

On May 11, 2005, area banks and organizations also honored more than 40 small businesses at the 13<sup>th</sup> Annual Small Business Awards Luncheon at the Buffalo Marriott.

The Buffalo District is seeking nominations for Small Business Week 2006. For information on nomination guidelines, please visit the SBA website at [www.sba.gov](http://www.sba.gov).

**T**he New Jersey District Office presented its 2005 Small Person of the Year award to Joseph Needham at ceremonies held on April 22<sup>nd</sup> in New Brunswick, NJ. Needham started his business in 1971 with two employees. In 1979, he received a \$150,000 loan from the SBA to expand operations. Today, Princeton Air Conditioning employs 42 people with annual sales in excess of \$4 million. The company provides heating, ventilation and air conditioning equipment and services to a customer base of 6,000 customers.



**Above:** Joseph J. Needham, CEO and founder of Princeton Air Conditioning, Inc., (second from left) and his son Scott Needham, president (second from right) receive their 2005 New Jersey Small Business Persons of the Year Award from SBA Regional Administrator William Manger, Jr. (far left) and SBA New Jersey District Director James A. Kocsi (far right).

Nominations for 2006 are due in all SBA district offices by Friday, December 2, 2005.

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# Coxsackie Business Captures Small Business Week Award

**M**ichael Grosso and Hugh Quigley, owners of DynaBil Industries, Inc. in Coxsackie, are the SBA 2005 Small Business Persons of the Year for New York State.

From their garage 25 years ago, to leader in the aerospace industry, DynaBil Industries, Inc. is a true small business success story. With the help of an SBA loan in 1979, the business was able to move from the garage into its first manufacturing facility in Coxsackie, NY and obtain contracts that would allow it to manufacture metal components and assemblies for the aerospace industry. Employment has grown since then, from three employees to over 130 workers.



**Above:** SBA Syracuse District Director Bernard J. Paprocki (left) and Regional Administrator William Manger (right) present the New York State Small Business Person of the Year award to Michael D. Grosso and Hugh J. Quigley, owners of DynaBil Industries in Coxsackie, NY

Today, DynaBil is ISO 9001: 2000 Accredited, AS 9100 Accredited and recognized by Boeing as an outstanding supplier. Quigley and Grosso's ability to respond rapidly to changing market conditions has insured the company's survival and success. The 9/11 terrorist attack and resulting downturn in the commercial aviation industry delivered a major blow to DynaBil. Under the owners' leadership, the company was able to quickly retool and concentrate on defense business. Three years later the company showed its resiliency again, moving back into the commercial aviation market when the defense contracts were cancelled.

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The owners are particularly proud that they were able to adjust to meet changing market conditions without having to lay off a single employee during these difficult times.

Both owners believe in giving back to the community and participate on a host of community boards and service organizations. DynaBil sponsors community events, Little League teams, girls' softball and technology programs at the Coxsackie-Athens Middle School. The company raised over \$21,000 for the 9/11 United Way Victims Fund within three weeks of the terrorism attack.



Regional Administrator William Manger provides keynote remarks at the Small Business Excellence Awards luncheon in

Syracuse, attended by 310 small business owners, lenders and resource partners.

**Puerto Rico Governor Anibal Acvedo-Vilahe proclaimed April 18 – 22 as Small Business Week in Puerto Rico.** On Tuesday, April 19, SBA District Director Carmen A. Culpeper received the Governor's Proclamation from Ricardo Rivera, executive director of Puerto Rico Trade, a public corporation of the Commonwealth of Puerto Rico.



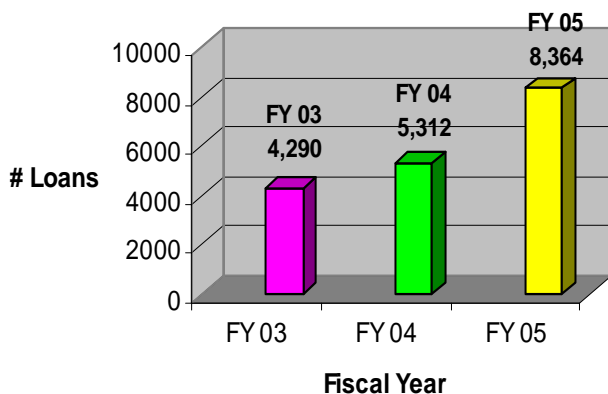
**Above:** From left to right: Carmen Marti, Puerto Rico Small Business Development Center; Yohel Socarras, SCORE; Pedro Acevedo, WBI; Carmen Culpeper, SBA District Director; Ricardo Rivera, Puerto Rico Trade; Rosalia de la Fuente, Puerto Rico Products Association.; Hector Narvaez, SBA; Orlando Alvarez, Puerto Rico Business Development Corporation., and Jose A. Ibern, SBA.

## Region II Highlights

# Region II Breaking All Lending Records

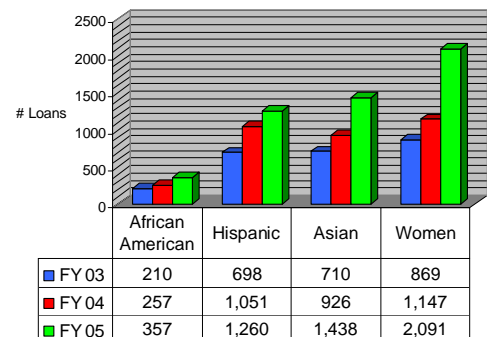
**R**egion II's five district offices are setting new lending records in total number of loans and loans to women and minorities in fiscal year 2005, SBA Regional Administrator William Manger has announced. In comparing the first five months of fiscal year 2005 (thru May 31<sup>st</sup>) with the first five months of fiscal year 2004, Region II loan volume has increased by 57.5 percent. When compared with fiscal year 2003 lending volume (thru May 31<sup>st</sup>), the increase is even more dramatic --- 95 percent!

**Region II Loan Volume FY 03 v. FY 04 v. FY 05 Thru May 31st of Each Year**



Manger added that lending to specific SBA constituencies is also way up and Region II is setting new lending records there, as well. Comparing the first five months of FY 2005 with the first five months of FY 2004 reveals lending to African American-owned businesses is up by 38.9 percent; lending to Hispanic-owned businesses is up 21 percent; lending to Asian American-owned businesses is up 55.3 percent; and lending to women-owned businesses is up 82.3 percent. "Region II's success is the direct result of SBA's streamlined procedures, lending partners committed to small business lending and aggressive marketing by SBA staff. I believe Region II will once again shatter all previous lending records, as we have done in each of the previous years of the Bush Administration."

**Region II Loan Volume FY 03 v. FY 04 v. FY 05 Thru May 31st of Each Year**



## Region II to Hold Regulatory Hearing

**O**n July 14<sup>th</sup>, SBA National Ombudsman Michael Barrera will hold a Regulatory Fairness Hearing at 26 Federal Plaza, New York, NY. The Office of the National Ombudsman is responsible for ensuring that small businesses that experience unfair regulatory enforcement actions by federal agencies have a means to register their comments about such actions. For more information or to register for the NY hearing, please call (212) 264-1318.

## HSBC Bank Named Top SBA NYC Lender



accepts the New York District Lender of the Year Award from SBA Regional Administrator William Manger (right).



## Region II Holds Size Standard Hearing

**O**n June 16, 2005, 16 small business owners and representatives of small business organizations from throughout the region testified at SBA's New York Public Hearing on Size Standards.

The SBA is holding 11 public hearings throughout the country to solicit comments on ways SBA may simplify size standards and make size standards easier to understand and use. The hearing also provided an opportunity for the public to present their views on whether businesses majority-owned by venture capital companies should be allowed to participate in the SBA program. Approximately 35 individuals attended the hearing.

## PR Office Reaches Out to Local Gov't.

**R**ecently, Puerto Rico & U.S. Virgin Islands District Director Carmen A. Culpeper, visited the Puerto Rico Mayors' Association to help increase SBA awareness among elected officials and municipal governments throughout the Island.



**Above:** PR/USVI District Director Carmen Culpeper gives an overview of SBA programs and services to the Puerto Rico Mayor's Association.

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### Upcoming Events

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#### New York City

July 18<sup>th</sup>: The New York District Office is hosting a major **Faith-based and Community Initiative Summit** at 26 Federal Plaza, NYC. All faith-based and community

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organizations interested in attending should call (212) 264-1318.

July 20<sup>th</sup> – The New York District Office will hold an **8(a), HUBZone and SDB Pre-Certification Orientation** at 26 Federal Plaza, Room 3030, from 5:00 p.m. to 7:00 p.m. For more information e-mail [robin.daniels@sba.gov](mailto:robin.daniels@sba.gov) or call (212) 264-4322.

#### Buffalo

In late August, the Buffalo District Office is expected to move to the newly constructed **Niagara Center** on Elmwood Avenue in downtown Buffalo. The new offices are just across the street from its present facility. The location will also house SBA's Area I Disaster Assistance Center.

On September 15, 2005 the Rochester Branch Office will sponsor a **Procurement Workshop and Matchmaker Event** which targets women-owned, disadvantaged, HubZone and veteran-owned small businesses in Western New York. The half-day workshop, provided in collaboration with SCORE and SBDC, will cover topics to include effective marketing techniques, developing a selling agenda, selling to the federal government and services available from the Procurement Technical Assistance Center. The Matchmaker Event will include roughly 40 prime contractors and government agencies. For more information please call the Rochester office at (585) 263-6700.

#### New Jersey

On July 7<sup>th</sup>, the New Jersey District Office will hold an **8(a) orientation** workshop at Two Gateway Center, 15<sup>th</sup> floor, from 9:30 a.m. to 11:30 a.m. The workshop is for businesses owned and controlled by socially- and economically-disadvantaged individuals, and will explain 8(a) eligibility requirements and application procedures. For more information please e-mail [joeann.schaeffers@sba.gov](mailto:joeann.schaeffers@sba.gov) or call (973) 645-2434.

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### News from Washington

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## SBA Creates Unit to Help Disabled Vets

**A**n office created by the U.S. Small Business Administration will help service-disabled veteran-owned small businesses navigate the federal contracting marketplace and gain better access to federal contracting opportunities.

The Office of Federal Contract Assistance for Veteran Business Owners will provide service-disabled veteran business owners with a single point of contact to address their questions and concerns and receive clarification on procurement opportunities designated for them.

It will also offer guidance on sole-source and set-aside procurement opportunities, and protest and appeal procedures; help federal agencies meet their 3 percent prime and subcontracting goals; and provide guidance to federal contracting officers on the criteria used to verify service-disabled veteran status; and determine business ownership and control requirements.

For more information about SBA's Office of Federal Contract Assistance for Veteran Business Owners, visit [www.sba.gov/gc/indexprograms-vets.html](http://www.sba.gov/gc/indexprograms-vets.html).

## SBA to Implement Women-Owned Small Business Contracting Program

**T**he SBA recently announced that it has concluded its review of a recently issued report on a study it received from the independent National Academy of Sciences and will begin the necessary steps to implement the Women-Owned Small Business Contracting Program in a manner consistent with the recommendations contained within the study.

This initiative is part of an overall effort by the SBA to increase contracting opportunities for women-owned small businesses. The latest figures available indicate that prime contracting dollars awarded to women-owned small businesses increased from \$6.8 billion in FY 2002 to \$8.3 billion in FY 2003, representing an increase of \$1.5 billion in prime contracting dollars.

If subcontracting dollars are included, more than \$14 billion in contracts were awarded to women-owned small businesses in FY 2003.

## Businesses & Citizens Urged To Prepare for Hurricane Season

**W**ith the six-month Atlantic Hurricane Season having begun on June 1, the SBA is urging

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**homeowners, renters and businesses to take steps to protect their lives and property before the storms hit.**

Citizens can make their home or business less vulnerable by identifying possible hazards, developing a plan which includes establishing escape routes, keeping emergency phone numbers handy, maintaining copies of important business and personal records off-site as well as having appropriate insurance coverage. More preparedness tips for businesses, homeowners and renters are available on the SBA's Web site at [www.sba.gov/disaster\\_recov/prepared/getready.html](http://www.sba.gov/disaster_recov/prepared/getready.html).

In the aftermath of last summer's hurricanes that caused billions of dollars in losses in Florida and 12 other states, the SBA approved more than \$2 billion in disaster loans to about 63,000 residents and businesses. The SBA makes low-interest loans to homeowners, renters and non-farm businesses of all sizes following a disaster declaration by the President. Homeowners may borrow up to \$200,000 to repair or replace damaged real estate. Individuals may borrow up to \$40,000 to cover losses to personal property.

Non-farm businesses and non-profit organizations of any size may apply for up to \$1.5 million to repair or replace disaster-damaged business assets and real property. Small businesses that suffered economic losses as a direct result of the declared disaster may apply for a working capital loan of up to \$1.5 million, even if the property was not physically damaged. For more information on SBA's Disaster Assistance Program, visit [www.sba.gov/disaster](http://www.sba.gov/disaster)

### Inside Region 2

**William Manger, Jr., Regional Administrator  
Region 2**

**Editor: Diana L. Parra  
Regional Communications Director**

*Copies of Inside Region 2 are distributed free of charge to SBA resource partners, service providers, small business owners and other advocates of small business. To request additional copies, or to be added to our mailing list, please contact Diana Parra at [diana.parra@sba.gov](mailto:diana.parra@sba.gov).*